

Message Text

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PAGE 01 SEOUL 07728 121437Z

ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W

-----060073 122112Z /64

R 120831Z SEP 77

FM AMEMBASSY SEOUL
TO USDOC WASHDC
SECSTATE WASHDC 6352

UNCLAS SEOUL 7728

E.O. 11652: N/A

TAGS: BEXP, KS

SUBJECT: TRADE OPPORTUNITIES WITH REPUBLIC OF KOREA OFFICE
OF SUPPLY (OSROK)

1. POST HAS BECOME INCREASINGLY CONCERNED OVER APPARENT
DIFFICULTIES OF U.S. FIRMS COMPETING FOR OSROK CONTRACTS.
IT SEEMS THAT IN MANY CASES, FIRMS DO NOT HAVE ADEQUATE
TIME FOR PREPARATION AND SUBMISSION OF BIDS UNDER EXISTING
PROCEDURES.

2. BID DOCUMENTS FOR OSROK CONTRACTS ARE NORMALLY RECEIVED
BY THE EMBASSY ABOUT 30-35 DAYS PRIOR TO BID DEADLINE.
HOWEVER, TRANSIT TIME TO USDOC AND FINALLY TO POTENTIAL U.S.
CONTRACTOR GREATLY REDUCES TIME AVAILABLE FOR ASSESSMENT
OF BID NOTICE. A FIRM INTERESTED IN BIDDING, MUST THEN
REQUEST COPIES OF BID DOCUMENTS FROM OSROK OFFICE IN SEOUL.

3. DISCUSSIONS WITH OSROK OFFICIALS REVEAL THAT IT NORMALLY
TAKES ABOUT ONE WEEK FOR A LETTER TO REACH OSROK FROM THE
U.S. REQUESTS FOR BID DOCUMENTS RECEIVED BY LETTER ARE ANSWERED
WITHIN THREE DAYS, IF IN OSROK'S OPINION THERE REMAINS A
REASONABLE AMOUNT OF TIME BEFORE THE BID DEADLINE, AND IF THE
BID DOCUMENTS ARE NOT OVERLY BULKY. THAT IS TO SAY, OSROK
IN MANY CASES, DOES NOT RESPOND TO REQUESTS FOR BID DOCUMENTS.

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4. OSROK OFFICIALS CLAIM THAT BID DOCUMENTS FOR OSROK
CONTRACTS ARE SENT TO THE PROCUREMENT ATTACHE AT THE KOREAN
CONSULATE GENERAL IN NEW YORK. APPARENTLY, BETWEEN 30 AND 70
COPIES ARE SENT FOR EACH TRANSACTION, THE EXACT NUMBER VARYING
WITH THE SOURCE OF FUNDING USED. BID DOCUMENTS ARE THEREFORE
AVAILABLE IN THE U.S. AND MAY BE OBTAINED BY WRITING TO:
PROCUREMENT ATTACHE, CONSULATE GENERAL OF THE REPUBLIC OF KOREA,

460 PARK AVE., NEW YORK, N.Y. 10022.

5. POST RECOMMENDS THAT USDOC CONTACT KOREAN PROCUREMENT OFFICE IN NEW YORK AND VERIFY THAT SUFFICIENT COPIES OF BID DOCUMENTS ARE AVAILABLE THERE. IF ADEQUATE SUPPLY IS AVAILABLE, POST SUGGESTS THAT TOP NOTICES ON ALL OSROK TENDERS LIST KOREAN CONGEN N.Y. AS POINT OF CONTACT FOR BID DOCUMENTS RATHER THAN OSROK OFFICE IN SEOUL. THIS ACTION SHOULD INCREASE CONSIDERABLY THE TIME AVAILABLE TO U.S. FIRMS FOR ASSESSMENT AND PREPARATION OF BIDS. AT PRESENT, JAPANESE FIRMS HAVE GREAT ADVANTAGE DUE TO PROXIMITY.

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 12-Sep-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770330-0425
Format: TEL
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770973/aaaackem.tel
Line Count: 74
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ab670548-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 18-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1306809
Secure: OPEN
Status: NATIVE
Subject: TRADE OPPORTUNITIES WITH REPUBLIC OF KOREA OFFICE OF SUPPLY (OSROK)
TAGS: BEXP, KS
To: COM STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/ab670548-c288-dd11-92da-001cc4696bcc
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